

Conclusion of Capital and Business Alliance Agreement to Drive Companies' DX
~ Achieving a Digital Society with Google Cloud ~

Marubeni Corporation (hereinafter, "Marubeni") and Yoshidumi Holdings Inc. (hereinafter, "Yoshidumi HD") have concluded a capital and business alliance agreement (hereinafter, the "Agreement") to meet the digital transformation (hereinafter, "DX" (*1)) needs of companies, by utilizing Google Cloud™ (*2) (hereinafter, "Google Cloud"), a public cloud service (*3).

In recent years, with the progress of DX, the amount of data handled by companies is rapidly increasing, and it has become necessary to efficiently collect and analyze data, and incorporate it into management policies. On the other hand, high-level expertise, abundant experience, and know-how are indispensable for handling enormous amounts of data, system expansion associated with it, and connection with existing systems. This is one of the major issues that companies trying to implement DX contend with. As such, public cloud platforms that provide necessary functions as a service are becoming more popular. Among them, Google Cloud, which is Google's cloud solution, is considered to be the best cloud service for driving DX.

Cloud Ace Inc., a fully owned subsidiary of Yoshidumi HD, is a cloud integrator in system design, development, and environment provision using Google Cloud. In addition, Cloud Ace is expanding globally, mainly across Asia, and have extensive experience in Specialization and Expertise (* 4), which are certifications in the Google Cloud Partner Advantage program.

Marubeni established DOLBIX Consulting Inc. (hereinafter, "DOLBIX"), which provides IT consulting services, in December 2020 as one measure to strengthen the promotion of DX. Under this agreement, other Marubeni Group operating companies, including DOLBIX, will organically collaborate with Yoshidumi HD to meet a wide range of customer needs, including system design and development utilizing the features of Google Cloud, cloud computing of IT infrastructure, operation and maintenance. Marubeni will further strengthen the system in order to respond to these things. In addition, Yoshidumi HD aims to strengthen its overseas business by utilizing Marubeni's global network and business driving force.

Marubeni and Yoshidumi HD will work closely with Google Cloud Japan G.K. to solve social issues faced by various industries through DX and contribute to the realization of a sustainable digitalized society.

(*1) The global DX market is projected to reach US \$2 trillion (approximately 220 trillion yen) in 2022.

(*2) Google Cloud is a trademark of Google LLC.

(*3) A service that provides a cloud computing environment to a wide range of general users and companies via the Internet.

(*4) For more information about Specialization and Expertise in the Google Cloud Partner Advantage program, please visit the official website: <https://cloud.google.com/partners>

<Comment from Tomoyuki Hirate, Representative and President of Google Cloud Japan G.K.>

The fact that Marubeni, a major trading company, and Yoshidumi HD, a Google Cloud partner with a track record in projects utilizing Google Cloud and technical capabilities to realize DX, have a business alliance is extremely significant in driving DX for many customers and am very pleased with it. We hope that this alliance will accelerate the digital transformation within the Marubeni Group and further accelerate the global Google Cloud business of Yoshidumi HD.

【At the ceremony】



From left, Marubeni Executive Officer Chief Operating Officer, ICT & Real Estate Business Div., Abe
Google Cloud Japan, Representative and President, Hirate
Yoshidumi HD, CEO, Yoshidumi

<About Marubeni>

Name : Marubeni Corporation
Head Office : 4-2, Ohtemachi 1-chome, Chiyoda-ku, Tokyo 100-8088, Japan
Established : December 1, 1949
Representative : Masumi Kakinoki
Main Business : Marubeni Corporation and its consolidated subsidiaries use their broad business networks, both within Japan and overseas, to conduct importing and exporting (including third country trading), as well as domestic business, encompassing a diverse range of business activities across wide-ranging fields including lifestyle, ICT & real estate business, forest products, food, agri business, chemicals, energy, metals & mineral resources, power business, infrastructure project, aerospace & ship, finance & leasing business, construction, industrial machinery & mobility, and next generation business development. Additionally, the Marubeni Group offers a variety of services, makes internal and external investments, and is involved in resource development throughout all of the above industries.

HP : <https://www.marubeni.com/en/>

<About Yoshidumi HD>

Name : Yoshidumi Holdings Inc.
Head Office : Nihon Building 11th floor, 6-2, Otemachi 2-chome, Chiyoda-ku, Tokyo, Japan
Established : October 1, 2018
Representative : Ayatoshi Yoshidumi
Main Business : A parent company of Cloud Ace. Cloud Ace has been chosen for Google Cloud premium partner which has abundant experience of support for introduction of Google Cloud, operational support, and system development.
HP : <https://www.yoshidumi.com/>

<About Cloud Ace>

Name : Cloud Ace Inc.
Head Office : Nihon Building 11th floor, 6-2, Otemachi 2-chome, Chiyoda-ku, Tokyo, Japan
Established : October 1, 2018
Representative : Makoto Aoki
Stock Holder : Yoshidumi Holdings Inc.
Main Business : A cloud integrator which specializes in Google Cloud, providing one-stop support for introduction, planning and operation. Cloud Ace is also a Google Maps Platform partner. As a Managed service provider, it provides technical support, consulting, system development, Google cloud authorized training. With over 120 partner companies in 4 major cities in Japan and 7 countries, it satisfies various needs of companies which implement DX.
HP : <https://www.cloud-ace.jp/>